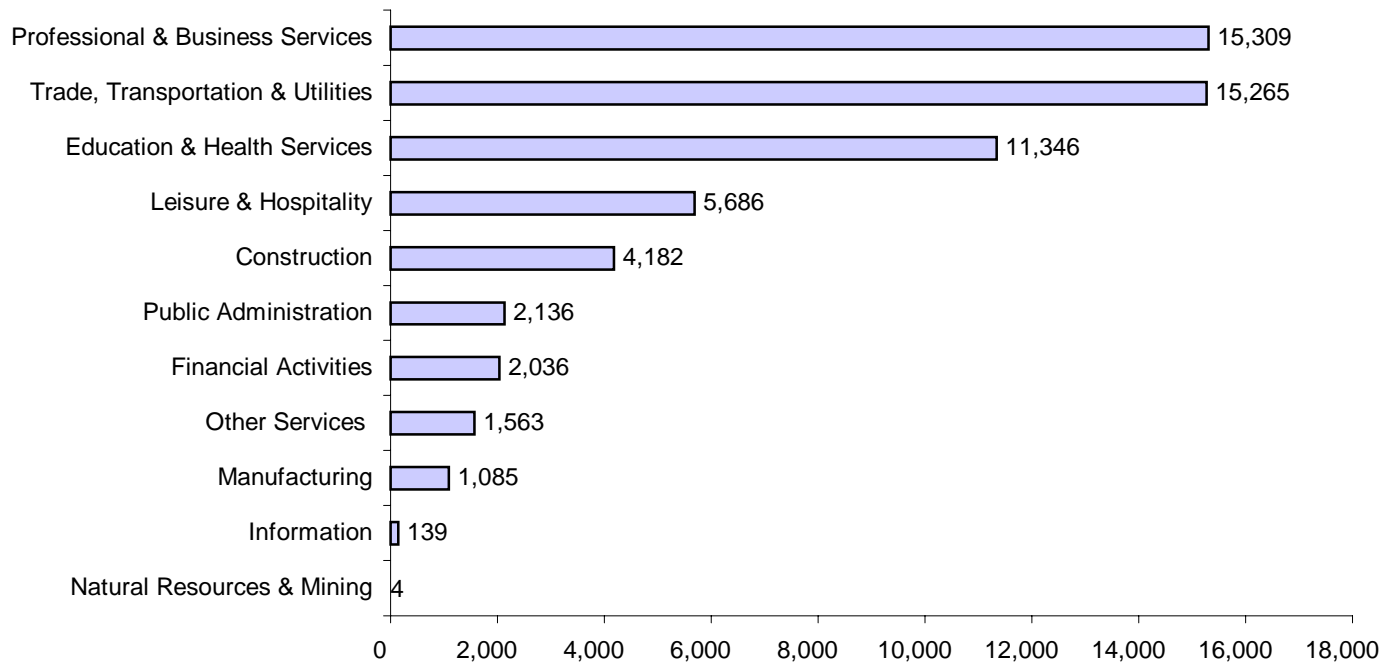


JOB OUTLOOK 2002-2012

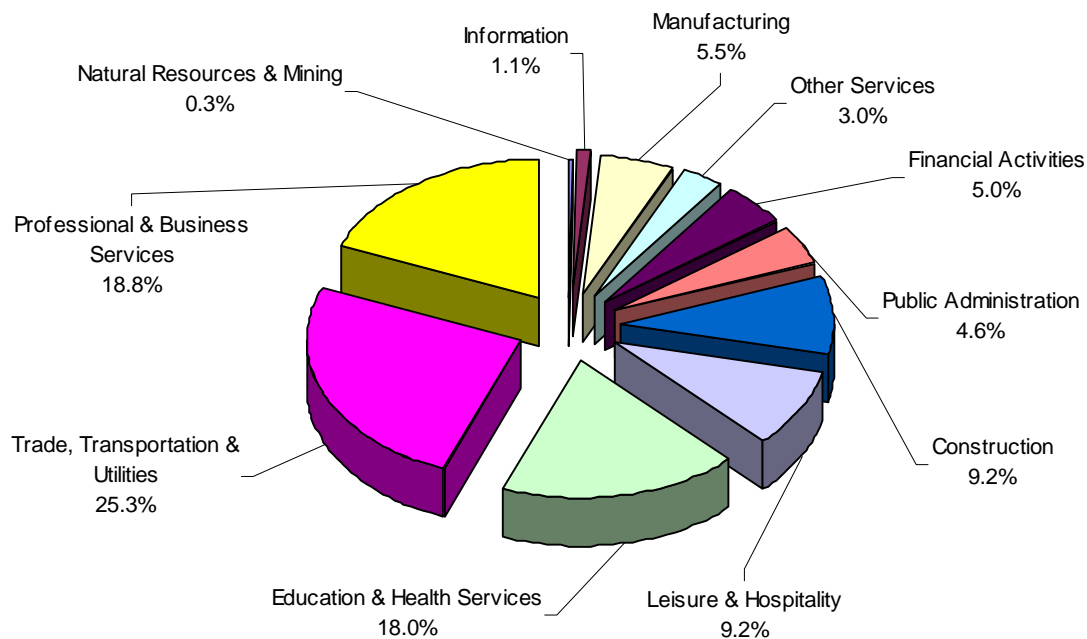
MID MARYLAND WORKFORCE AREA

Industry Highlights

Projected Employment Growth 2002-2012



2012 Projected Employment Distribution



JOB OUTLOOK 2002-2012

MID MARYLAND WORKFORCE AREA

Industry Highlights

Top Industries 2012	2002 Employment	2012 Employment	2002-2012 Employment Change	
			Number	Percent
Industries with the Most Jobs Projected 2012				
Professional, Scientific & Technical Services	19,894	28,645	8,751	44.0
Educational Services	15,131	19,253	4,122	27.2
Food Services & Drinking Places	12,876	17,552	4,676	36.3
Specialty Trade Contractors	13,173	16,866	3,693	28.0
Administrative & Support Services	9,110	14,629	5,519	60.6
Merchant Wholesalers, Durable Goods	8,004	11,814	3,810	47.6
Food & Beverage Stores	6,191	8,183	1,992	32.2
Social Assistance	4,525	7,473	2,948	65.1
Ambulatory Health Care Services	4,994	6,358	1,364	27.3
Nursing & Residential Care Facilities	3,963	5,963	2,000	50.5
Industries Adding the Most Jobs 2002-2012				
Professional, Scientific & Technical Services	19,894	28,645	8,751	44.0
Administrative & Support Services	9,110	14,629	5,519	60.6
Food Services & Drinking Places	12,876	17,552	4,676	36.3
Educational Services	15,131	19,253	4,122	27.2
Merchant Wholesalers, Durable Goods	8,004	11,814	3,810	47.6
Specialty Trade Contractors	13,173	16,866	3,693	28.0
Social Assistance	4,525	7,473	2,948	65.1
Nursing & Residential Care Facilities	3,963	5,963	2,000	50.5
Food & Beverage Stores	6,191	8,183	1,992	32.2
Clothing & Clothing Accessories Stores	3,588	5,137	1,549	43.2
General Merchandise Stores	4,157	5,627	1,470	35.4
Industries with the Fastest Growth 2002-2012*				
Building Material, Garden Equip. & Supplies Dealers	1,578	3,008	1,430	90.6
Social Assistance	4,525	7,473	2,948	65.1
Wholesale Electronic Markets, Agents & Brokers	1,214	1,985	771	63.5
Electronics & Appliance Stores	1,017	1,654	637	62.6
Administrative and Support Services	9,110	14,629	5,519	60.6
Miscellaneous Manufacturing	513	812	299	58.3
Miscellaneous Store Retailers	1,481	2,339	858	57.9
Waste Management & Remediation Service	1,315	2,063	748	56.9
Management of Companies & Enterprises	520	811	291	56.0
Nursing & Residential Care Facilities	3,963	5,963	2,000	50.5
* Includes industries with 2002 employment of 400 or more.				

JOB OUTLOOK 2002-2012

MID MARYLAND WORKFORCE AREA

Occupational Highlights

Top Occupations 2012	2002 Employment	2012 Employment	2002-2012 Employment Change		2002 - 2012 Replacement Openings*
			Number	Percent	
Occupations with the Most Jobs Projected 2012					
Retail Salespersons	8,190	11,870	3,680	44.9	2,975
General & Operations Managers	5,435	7,310	1,875	34.5	1,025
Cashiers	5,225	6,795	1,570	30.0	2,540
Waiters & Waitresses	4,770	6,500	1,730	36.3	2,455
Office Clerks, General	3,890	4,820	930	23.9	860
First-Line Supv./Mgrs. of Retail Sales Wkrs.	3,455	4,465	1,010	29.2	620
Carpenters	3,880	4,340	460	11.9	630
Truck Drivers, Heavy & Tractor-Trailer	3,490	4,335	845	24.2	570
Laborers & Freight, Stock & Material Movers, Hand	3,480	4,305	825	23.7	1,135
Secretaries, Exc. Legal, Medical & Executive	3,670	3,970	295	8.2	705
Registered Nurses	2,720	3,955	1,240	45.4	570
Occupations Adding the Most Jobs 2002-2012					
Retail Salespersons	8,190	11,870	3,680	44.9	2,975
General & Operations Managers	5,435	7,310	1,875	34.5	1,025
Waiters & Waitresses	4,770	6,500	1,730	36.3	2,455
Cashiers	5,225	6,795	1,570	30.0	2,540
Computer Software Engineers, Applications	2,175	3,640	1,465	67.4	215
Registered Nurses	2,720	3,955	1,240	45.4	570
Customer Service Representatives	2,750	3,795	1,040	38.0	410
First-Line Supv./Mgrs. of Retail Sales Wkrs.	3,455	4,465	1,010	29.2	620
Receptionists & Information Clerks	2,105	3,045	935	44.7	515
Office Clerks, General	3,890	4,820	930	23.9	860
Occupations with the Fastest Growth 2002-2012*					
Pharmacists	670	1,255	585	87.3	130
Network Systems & Data Communications Analysts	515	910	395	76.7	60
Computer Software Engineers, Systems Software	1,280	2,205	925	72.3	125
Paralegals & Legal Assistants	900	1,520	615	68.9	70
Computer Software Engineers, Applications	2,175	3,640	1,465	67.4	215
Preschool Teachers, Exc. Special Education	1,200	1,965	765	63.8	140
Computer Systems Analysts	995	1,580	590	58.8	110
Network & Computer Systems Administrators	830	1,305	470	57.2	90
Computer & Information Systems Managers	845	1,305	465	54.4	155
* Occupations with 2002 employment of 500 or more.					
Occupations with the Most Replacement Openings 2002-2012					
Retail Salespersons	8,190	11,870	3,680	44.9	2,975
Cashiers	5,225	6,795	1,570	30.0	2,540
Waiters & Waitresses	4,770	6,500	1,730	36.3	2,455
Stock Clerks & Order Fillers	3,130	3,500	375	11.8	1,160
Laborers & Freight, Stock & Material Movers, Hand	3,480	4,305	825	23.7	1,135
General & Operations Managers	5,435	7,310	1,875	34.5	1,025
Combined Food Prep. & Serving Wkrs., Inc. Fast Food	2,085	2,975	890	42.7	905
Office Clerks, General	3,890	4,820	930	23.9	860
Secretaries, Exc. Legal, Medical & Executive	3,670	3,970	295	8.2	705
Sales Reps., Whsle & Mfg., Exc. Tech. & Sc. Products	2,625	3,500	870	33.3	690

* Demand arising from occupational transfers and labor force separations

Maryland Department of Labor, Licensing and Regulation, Office of Workforce Information and Performance and Office of Labor Statistics, Feb 2006

JOB OUTLOOK 2002-2012

MID MARYLAND WORKFORCE AREA

Occupational Highlights

Top Growth Occupations by Educational Requirements 2002-2012

Occupation	Education	Openings Due to Growth	Median Hourly/Annual Wages
First Professional Degree -- Doctoral -- Master's			
Pharmacists	First professional degree	585	41.50
Mental Health & Substance Abuse Social Workers	Master's degree	175	25.00
Lawyers	First professional degree	170	52.50
Survey Researchers	Master's degree	155	NA
Clinical, Counseling & School Psychologists	Doctoral degree	100	26.50
Computer & Information Scientists, Research	Doctoral degree	95	41.00
Market Research Analysts	Master's degree	75	26.75
Mental Health Counselors	Master's degree	75	15.00
Bachelor's Degree -- Bachelor's Degree or Higher, plus Work Experience			
General & Operations Managers	Bachelor's/higher + work exp.	1,875	43.25
Computer Software Engineers, Applications	Bachelor's degree	1,465	54.00
Computer Software Engineers, Software	Bachelor's degree	925	47.00
Computer Systems Analysts	Bachelor's degree	590	34.25
Accountants & Auditors	Bachelor's degree	535	27.25
Network & Computer Systems Administrators	Bachelor's degree	470	36.00
Computer & Information Systems Managers	Bachelor's/higher + work exp.	465	50.75
Associate Degree -- Postsecondary Vocational Training			
Registered Nurses	Associate degree	1,240	32.75
Preschool Teachers, Exc. Special Education	Postsecondary vocational trng.	765	9.25
Paralegals & Legal Assistants	Associate degree	615	20.75
Computer Support Specialists	Associate degree	475	20.25
Automotive Service Technicians & Mechanics	Postsecondary vocational trng.	340	10.25
Hairdressers, Hairstylists & Cosmetologists	Postsecondary vocational trng.	275	9.25
Fitness Trainers & Aerobics Instructors	Postsecondary vocational trng.	255	12.50
Work Experience in a Related Occupation -- Long-term On-the-Job Training			
First-Line Supv./Mgrs. of Retail Sales Workers	Work exp. in a rel. occupation	1,010	17.75
Electricians	Long-term OJT	830	16.75
Cooks, Restaurant	Long-term OJT	695	12.00
First-Line Supv./Mgrs. of Food Prep. & Serving Wkrs.	Work exp. in a rel. occupation	495	15.00
Carpenters	Long-term OJT	460	16.00
First-Line Supv./Mgrs. of Office & Admin. Support Wkrs.	Work exp. in a rel. occupation	385	21.00
Plumbers, Pipefitters & Steamfitters	Long-term OJT	365	25.25
Medical Appliance Technicians	Long-term OJT	345	NA
Moderate On-the-Job Training -- Short-term On-the-Job Training			
Retail Salespersons	Short-term OJT	3,680	8.25
Waiters & Waitresses	Short-term OJT	1,730	6.75
Cashiers	Short-term OJT	1,570	8.50
Customer Service Representatives	Moderate OJT	1,040	13.50
Receptionists & Information Clerks	Short-term OJT	935	10.00
Office Clerks, General	Short-term OJT	930	13.25
Combined Food Prep. & Serving Wkrs., Inc. Fast Food	Short-term OJT	890	8.00
Sales Reps, Whsle & Mfg., Exc. Tech./Sc. Products	Moderate OJT	870	21.25

Education and Training Categories

Occupations are classified into 1 of 11 categories by the Bureau of Labor Statistics based on analyses of the occupation's usual education and training requirements conducted while developing information to present in the *Occupational Outlook Handbook*. The 11 classifications are as follows:

- 1 **First professional degree.** Completion of the academic program usually requires at least 6 years of full-time equivalent academic study, including college study prior to entering the professional degree program.
- 2 **Doctoral degree.** Completion of the degree program usually requires at least 3 years of full-time equivalent academic work beyond the bachelor's degree.
- 3 **Master's degree.** Completion of the degree program usually requires 1 or 2 years of full-time equivalent study beyond the bachelor's degree.
- 4 **Bachelor's or higher degree, plus work experience.** Most occupations in this category are managerial occupations that require experience in a related nonmanagerial position.
- 5 **Bachelor's degree.** Completion of the degree program generally requires at least 4 years but not more than 5 years of full-time equivalent academic work.
- 6 **Associate degree.** Completion of the degree program usually requires at least 2 years of full-time equivalent academic study.
- 7 **Postsecondary vocational award.** Some programs last only a few weeks while others may last more than a year. In some occupations, a license is needed that requires passing an examination after completion of the training.
- 8 **Work experience in a related occupation.** Some occupations requiring work experience are supervisory or managerial occupations.
- 9 **Long-term on-the-job training.** This category includes occupations that generally require more than 12 months of on-the-job training or combined work experience and formal classroom instruction for workers to develop the skills needed for average job performance. This category includes formal and informal apprenticeships that may last up to 4 years and short-term intensive employer-sponsored training that workers must successfully complete. Individuals undergoing training are generally considered to be employed in the occupation. This category includes occupations in which workers may gain experience in non-work activities, such as professional athletes who gain experience through participation in athletic programs in academic institutions.
- 10 **Moderate-term on-the-job training.** This category includes occupations in which workers can develop the skills needed for average job performance after 1 to 12 months of combined on-the-job experience and informal training.
- 11 **Short-term on-the-job training.** This category covers occupations in which workers can develop the skills needed for average job performance after a short demonstration or up to one month of on-the-job experience or instruction.